



(Back, from left) Mr Victor Li, Deputy Chairman of HWL;  
Mr Siew Wah Fock, Member of the Temasek Advisory Panel;  
Mr Li Ka-shing, Chairman of HWL;  
Mr David Heng, Co-Head, Markets Group,  
Temasek International Pte Ltd.

(Front, from left)  
Mr Dominic Lai, Group Managing Director, A S Watson Group;  
Mr Song Hwee Chia, Head of Investment Group,  
Temasek International Pte Ltd;  
Mr Canning Fok, Group Managing Director of HWL.

## RETAIL

### EMBRACING CUSTOMER 360

In March, ASW hosted its biennial Global Suppliers Conference and Awards 2014 in Hong Kong. With the theme Embracing Customer 360, the event attracted over 100 senior executives from the world's largest health and beauty consumer product manufacturers, who discussed how to win the hearts and minds of customers.



## CORPORATE

### HWL and Temasek partnership

HWL has formed a strategic alliance with Temasek. The Singapore investment company has taken an indirect equity interest of 24.95 per cent in A S Watson Holdings for HKD44 billion. Following the completion of the transaction on 16 April 2014, HWL distributed a special dividend of HKD7 per share to its shareholders. The transaction allows HWL to partially unlock the value of A S Watson (ASW) as well as set an important valuation benchmark for the Group's remaining interests.

ASW has grown internationally in the past two decades with more than 10,500 stores worldwide. Together with its strategic partner Temasek, HWL will further maximise the value and future growth potential of ASW.

### HAPPY 50TH ANNIVERSARY!

Year 2014 is a golden year for Superdrug as it celebrates its 50th anniversary. To mark this milestone, customers enjoy limited edition products from various brands across the UK. Special TV ad celebrates the birthday. In-store activities and a national bus tour are underway to break a Guinness World Record by asking Britons to sign a giant birthday card.





PROPERTY

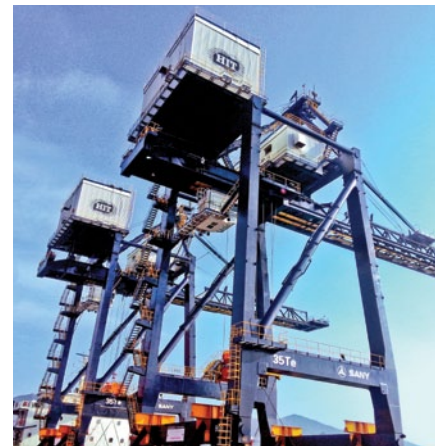
## Mayor gives Convoys Wharf a GO!

Mayor of London, Mr Boris Johnson, has approved Hutchison Whampoa Property's redevelopment of the 40-acre Convoys Wharf in Deptford. The redevelopment will create 3,500 new homes on a site that has been derelict for 14 years. A community hub, integrating a new primary school, shops, restaurants and a new riverside jetty park will also be built. The Group is delighted by the news and that the huge world-class development will support over 2,000 new jobs.

PORTS

## NEW CRANES

In order to enhance Hong Kong's capability in handling barges from the Pearl River Delta, Hongkong International Terminals put into operation two new barge quay cranes in March. The new cranes are the first of their kind in Southern China and they have greater handling stability compared to traditional jib cranes.



OTHERS

## ESDLIFE'S WEDDING UNION ANNUAL PARTY

Voted the number one wedding service portal in Hong Kong, ESDlife hosted a Wedding Union annual party in January to celebrate the second anniversary of the social platform. Wedding Union enables information sharing for those planning the 'big day', and 'alumni' of the site share their experiences and wisdom with newlyweds-to-be.

TELECOMS

## 3 IRELAND, GOING FREE

From 27 January to 31 July, 3 Ireland will offer free 4G services to their Bill Pay and Prepay customers. With over 60 per cent coverage in the cities of Galway, Limerick and Waterford, and 40 per cent in Dublin and Cork, 3 Ireland is expecting their total population coverage to grow with this free service.



## CHAMPION TRI UNROLLS 3030 SHOW ACROSS INDONESIA

Hutchison 3 Indonesia (H3I), known locally as 'Tri', has been awarded "The Champion of WOW Service Excellence Award" from MarkPlus Insight, based on customer satisfaction surveys of mobile internet users of product, user experience and customer care. Continuing their champion ways, they are celebrating across 31 cities with their 3030 Show. This technological spectacular showcases H3I's internet services and innovative ecosystem through high-tech dance art and theatrical comedy.



## INFRASTRUCTURE

### New member on the list

HK Electric Investments (HKEI) was listed on the Hong Kong Stock Exchange and commenced trading on 29 January 2014. HKEI Chairman, Mr Canning Fok, said he is confident of the company's long-term prospects and believes HKEI is a good stock with a return of more than seven per cent.



## PORTS

### NEW PARTNERS

On 13 March, Hutchison Ports Holdings Trust entered into strategic partnerships with COSCO Pacific Ltd and China Shipping Terminal Development (Hong Kong) Company Ltd. Each invested 40 per cent and 20 per cent, respectively, of effective equity and loan interests in Asia Container Terminal Holdings Ltd and its group companies, for an aggregate consideration of USD319 million.

### GREEN CRANES

Buenos Aires Container Terminal SA (BACTSSA) received two hybrid rubber-tired gantry cranes, making it the first company in South America to purchase hybrid yard equipment. The two new cranes have a lifting capacity of 40.6 tonnes, are environmentally friendly and fuel-efficient, reducing fuel consumption by 60 per cent.



## CORPORATE

### CARING, AS ALWAYS!

Forty companies of the HWL Group have been selected to receive the Caring Company award, a programme in Hong Kong that recognises a firm's commitment to the community, employees and the environment. HWL has achieved this designation 10 years in a row, and qualifies as a '10 years+ Caring Company'. Congratulations!

### HWL's Euro Perpetual bond. The awards go to ...

Hutchison Whampoa's EUR1.75 billion perpetual subordinated capital security was selected as the Best Deal, Hong Kong, and the Best Bond in Asia in *The Asset's* Triple A Awards. HWL has been a leader in these awards since they started.



RETAIL

## Congratulations, A S Watson Group!

At the end of 2013, the group's flagship retail brand Watsons opened its 4,000th store. From the first Canton Dispensary in 1828, A S Watson (ASW) has now spread across 25 Asian and European markets. Operating revenue topped USD19 billion in 2013. With three outlets opening every day, the group is currently the fastest-growing health and beauty retailer in Asia and Europe. ASW is expected to hit 13,000 outlets in 2015.



INFRASTRUCTURE

### CKI EXPANDS ITS MATERIALS BUSINESS IN CHINA

Cheung Kong Infrastructure (CKI) further extended its portfolio in Mainland China through the full operation of a new flagship cement plant in Yunfu, Guangdong Province. Green Island Cement, a subsidiary of CKI, occupies 700 acres of land and produces 4,500 tonnes of cement per day. CKI is now planning to invest over USD76 million in a second production line to expand its market share.

### GRAND SLAM AWARDS

Northumbrian Water, a water company in the UK, won a brace of awards last December at the Utility Week Achievement Awards. Its five awards included: Utility of the Year, Community Initiative of the Year, Environment Award, Marketing Initiative of the Year, and Supply Chain Excellence.

RETAIL

### HAPPINESS RELAY

In China, land of its birth, Watsons marked its 25th anniversary with a new Corporate Social Responsibility (CSR) campaign to raise funds for the NGO Sowers Action to provide educational support for impoverished children in China.

Staff from Watsons China visited students at Sowers Primary School in Yunnan and led a series of interactive activities themed "Positive Energy". Plenty of learning supplies and warm clothing were also donated to give students a winter full of warmth and love.



OTHERS

### COMPASS VISA WINS SIX AWARDS IN 2013

Compass Visa, a rewards programme associated with consumers' Visa credit cards, won four awards in the 2013 Mobile Excellence Awards, including a Gold medal for Best App – Creative Design, and three Bronze medals for Best mCommerce Solution, Best CRM and Loyalty Programme, and Best Viral Marketing.

Added to the Bronze award for Excellence in Use of Apps presented by *Marketing Magazine's* Marketing Excellence Awards 2013, and Hong Kong's White Collar's Most Favourite Credit Card Brand Award 2013, Compass Visa has achieved no fewer than six awards recognising its outstanding efforts in consumer marketing in Hong Kong in 2013.





ENERGY

## Deepwater Triumph

Husky Energy and China National Offshore Oil Corporation Limited have together staged an engineering marvel in the Liwan Gas Project, the first deepwater development in China. This March, the USD6.5 billion project commenced its first production in the South China Sea. Initial natural gas sales are expected to be approximately 250 million cubic feet per day (mmcf/day) gross, increasing to approximately 300 mmcf/day in the second half of 2014. Initial sales of condensates and natural gas liquids from the Liwan 3-1 gas field are expected to be approximately 10,000-14,000 barrels of oil equivalent per day gross. (See p22 for the full story.)



CORPORATE

### HWL VOLUNTEER TEAM'S 10TH ANNIVERSARY

A party to celebrate the 10th anniversary of the HWL Volunteer Team in February saw volunteers, group coordinators and NGOs share the joy. Charity organisation Yan Oi Tong was one of the community groups that came to enjoy a celebratory feast, lucky draw and amazing performances.



OTHERS

### GAMECO'S PHASE II IN ACTION

Guangzhou Aircraft Maintenance Engineering Co (GAMECO) opened its Phase II hangar last December. This was just in time to catch the busiest period in the company's 25 years of business – this year's spring holidays in China. The new hangar alone serviced six aircraft over the holidays, and in total, 12 production lines and one A380 wing modification line were housed by GAMECO's two hangars.



PROPERTY

### SHANGHAI REGENCY GARDEN BLOOMS!

The grand launch event of Shanghai Regency Garden in late March attracted unprecedented attention and Shanghai's glitterati came out en masse, resulting in record sales. The property project consists of a residential compound of approximately 334,000 square metres, 5,000 square metres of commercial facilities and a kindergarten.